

Message Text

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PAGE 01 BELGRA 08169 140840Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
----- 121811 /17

R 131548Z DEC 76
FM AMEMBASSY BELGRADE
TO USDOC WASHDC
INFO SECSTATE WASHDC 8975
AMEMBASSY ATHENS
AMEMBASSY ROME

UNCLAS BELGRADE 8169

COMMERCE FOR JOHNNELL JACOBSON (OIM)

EO 11652: NA
TAGS: BEXP YO
SUBJ: AVIONICS TECHNICAL SALES SEMINAR

REF: BELGRADE 7917

1. SINCE COMMERCE PLANS ASSEMBLE AVIONICS TSS SEMINAR
PARTICIPANTS FOR REHEARSAL DEC 15, REQUEST THEY BE INFORMED
OF OUR PLANNED SCHEDULE AT THAT TIME.
JAN 19, "STATE OF THE ART" PRESENTATIONS BY ALL PAR-
TICIPANTS (TECHNOLOGICAL ADVANCE IS MAIN TOPIC)

JAN 20, INDIVIDUAL COMPANY PRESENTATIONS (PRODUCTS
ARE MAIN TOPIC)

JAN 21, PRIVATE BUSINESS DISCUSSIONS.

WE HAVE FOUND THIS FORMULA WORKS WELL IN YUGOSLAVIA AND
BELIEVE IT GIVES BEST IMPRESSION OF US TECHNOLOGICAL
LEADERSHIP AND ABILITY TO DELIVER.

2. REQUEST NAMES AND ADDRESSES (INCLUDING TELEX) OF
CONTACT PEOPLE AT EACH PARTICIPATING FIRM.

3. NEED COMPANY INFORMATION, PAPER SUMMARIES, ETC.,
ASAP.

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Message Attributes

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Disposition Event:
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Disposition Reason:
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